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## PRICE LIST

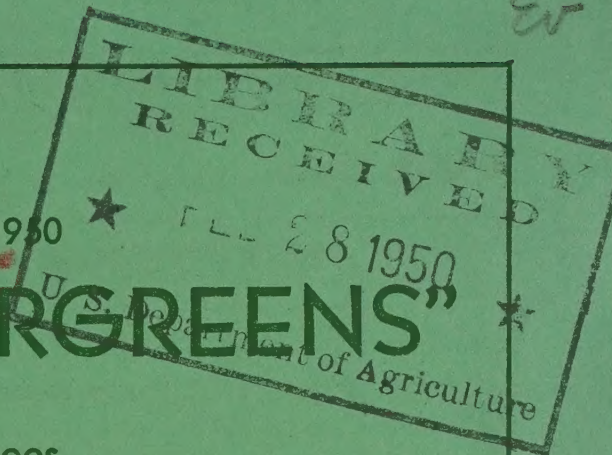
FALL, 1949—SPRING, 1950

**"HAMPSHIRE EVERGREENS"**

Sturdy Coniferous Trees

for

Forest — Home — &amp; Christmas-Tree Planting



SEEDLINGS

TRANSPLANTS

**KEENE FORESTRY ASSOCIATES**

KEENE, NEW HAMPSHIRE

Nurseries at "EDGEWOOD". Two Miles South of Keene

All Hampshire Evergreens are Carefully Inspected by State and Federal Officials  
Every Shipment Bears a Certificate Guaranteeing Freedom from Insects or Disease

**ORDERING INFORMATION**

Be sure to give correct full name and address. Print plainly. Orders for less than one dollar cannot be accepted.

All prices are strictly net F. O. B. Keene, N. H. Shipments are made by express unless otherwise specified. Parcel post shipment when specified will be shipped charges collect unless remittance includes postage.

Seedlings or 3-year transplants of one species will be sold only in lots of 100 or multiples thereof; 4-year and 5-year transplants only in lots of 50 or multiples thereof; twice or more times transplanted stock in lots of 25 or multiples thereof. 500 trees of one size and species at 1,000 rate.

All shipments are at purchaser's risk after delivery in good condition to the carrier. Claims for damage in transit must be made against the carrier. Any claim must be presented within ten days after receipt of trees.

Cost of boxes or other shipping containers including packing material will be charged in addition.

Orders from new accounts not accompanied by remittance in full must give suitable bank or trade references and will be subject to delay pending investigation. C. O. D. orders must be accompanied by remittance for 25% of purchase price. All accounts are payable 30 days from invoice date.



Species	Variety	Description	Height	Per 100	Per 1000
<b>PINE, Pinus</b>					
	<b>WHITE PINE, Pinus Strobus</b>				
		3-year transplants . . .	2-5"	\$3.50	\$25.00
	<b>RED PINE, Pinus Resinosa</b>				
		3-year transplants . . .	2-5"	\$5.00	\$35.00
		4-year transplants . . .	5-9"	8.00	50.00
		Twice transplanted . . .	5-8"	15.00	
		Twice transplanted . . .	20-30"	25.00	
	<b>AUSTRIAN PINE, Pinus Austriaca</b>				
		2-year seedlings . . . .		\$3.25	\$20.00
		3-year transplants . . .	3-5"	5.00	35.00
		4-year transplants . . .	5-10"	8.00	50.00
	<b>SCOTCH PINE, Pinus Sylvestris</b>				
		2-year seedlings . . . .		\$3.25	\$20.00
		3-year transplants . . .	3-6"	8.00	50.00
		4-year transplants . . .	7-14"	10.00	75.00
	<b>MUGHO PINE, Pinus Mugho</b>				
		2-year seedlings . . . .		\$3.50	\$25.00
<b>SPRUCE, Picea</b>					
	<b>NORWAY SPRUCE, Picea Excelsa</b>				
		2-year seedlings . . . .		\$3.25	\$20.00
		3-year transplants . . .	2-4"	5.00	35.00
		4-year transplants . . .	6-12"	8.00	
	<b>WHITE SPRUCE, Picea Alba</b>				
		2-year seedlings . . . .		\$3.25	\$20.00
		3-year transplants . . .	2-5"	5.00	35.00
	<b>COLORADO SPRUCE, Picea Pungens</b>				
		2-year seedlings . . . .		\$3.50	\$25.00
		3-year transplants . . .	2-4"	8.00	50.00
		4-year transplants . . .	3-6"	10.00	75.00
		Twice transplanted . . .	5-10"	15.00	
	<b>"TRU-BLUE," Picea Pungens Glauca</b>				
	Grown from seed handpicked from blue trees only				
		2-year seedlings . . . .		\$5.00	\$35.00
		3-year transplants . . .	2-4"	10.00	75.00
		4-year transplants . . .	3-6"	15.00	125.00
		Twice transplanted . . .	5-10"	25.00	
	<b>ENGELMAN SPRUCE, Picea Engelmanni</b>				
		3-year transplants . . .	1-3"	\$5.00	
		5-year transplants . . .	4-8"	10.00	\$75.00



Growing  
Trees  
for  
Profit

KEENE  
FORESTRY  
ASSOCIATES  
KEENE, N. H.



# GROWING OF CHRISTMAS TREES

## A PROFITABLE BUSINESS

Only a few years ago it was an easy matter to purchase Christmas trees in quantity for use in our larger cities, but it is getting more difficult every year to locate suitable trees, trees of good shape and proper size. Prices are advancing with the increasing scarcity and the growing of evergreens for Christmas trees is no longer a gamble, it may well come under the head of sound investment.

Christmas trees can be grown on land unsuited for agriculture, on old, worn out mowings, hillside pastures, almost any type of land will grow trees. The small trees, which can be purchased at very reasonable rates from The Keene Forestry Associates, Keene, N. H., are planted in the early spring just as soon as the frost is out of the ground. There is but little farm work at that time, it is too early as a rule for plowing and certainly too early for seeding. The harvesting comes in November and December, another comparatively slack time on the farm.

Trees most favored are the spruces, Norway spruce and white spruce, and sometimes Colorado blue spruce, the firs, Douglas fir and balsam fir. Scotch Pine and Austrian Pine are used to a considerable extent.

Four-year old transplants are generally used for making Christmas tree plantings, although three-year old transplants are at times used to good advantage. Seedlings as a rule do not give as good results as they will not withstand drought as well as the larger, transplanted trees, and unless the trees can be watered it is not advisable to use them for permanent planting. And watering a large plantation as a rule is out of the question. While some good results have been obtained in planting seedlings during wet seasons, the writer's experience of nearly forty years would tend to favor the larger, transplanted trees.

In planting trees some thought must be given to the spacing. The height of the average Christmas tree as sold in the market is about seven feet or slightly over. As a well shaped tree is the only kind which it is worth while to grow, sufficient space must be allowed for the trees to spread so as not to interfere with each other and shade out any part of the lower branches. A tree seven or eight feet in height should have a spread of about four feet at the base; so that one must allow that much space between the trees when planting them. However, there is beginning to grow a demand for smaller Christmas trees, from eighteen inches up to three feet in height. They are used for potting, to be sold as live trees, and also are cut at about three feet high for the table trees—trees which are stood on a table instead of the floor. The sale of small potted Christmas trees is increasing very rapidly and they are retailing at from \$2 to \$3 each. Small potted live evergreens, especially the Colorado spruce and other ornamental evergreen trees, also find a ready sale at roadside stands during the touring season. Therefore it is often advantageous to plant the trees closer together, about two feet, or less, apart. The trees can be thinned when they are from one to three feet high and sold for



table trees, the balance being left to grow into larger trees. In that way a crop can be harvested in from two to four years after planting the small trees.

The growth of the trees should not be forced artificially. A Christmas tree with a long annual growth is too open to be desirable.

If a plantation is made within a reasonable driving distance of a large city an additional revenue can be realized by selling the trees on the stump, letting the customer pick out his own tree. A freshly cut Christmas tree will last much longer and is much more fragrant than the trees sold as a rule in the larger cities which have sometimes been cut two months and more. A little judicious advertising, playing on the sentiment of cutting one's own Christmas tree, will often bring excellent results and will incidentally give a much better return than the selling of the small trees at wholesale. Wholesale prices vary with locality and naturally with quality of the trees, from forty cents to ninety cents per tree. Table trees eighteen inches to two feet, with roots, sell at about seventy-five cents each, at wholesale. The cost of the small trees used for planting is around five cents each and the cost of planting generally less than one cent apiece, with little care and expense required after the trees are planted until they are harvested. The farmer and land owner who has some unused land might well plant that land to Christmas trees and make it the most profitable part of his farm.

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## SMALL POTTED EVERGREENS FOR SALE AT ROADSIDE STANDS

The love of trees is inherent to most of us. There is something about a small tree which appeals to our love of nature, and especially so to those of us who have to take their out of doors in homeopathic doses.

Many people want to take home something to remind them of their trip into the country and what is there more enjoyable than a small tree which can be kept in the house during the winter or used in a window box and set out on the lawn in the early spring.

Here is a field open to the farmer which should prove both enjoyable and profitable. Small evergreen seedlings can be bought from The Keene Forestry Associates, Keene, N. H., at from one cent to ten cents each. These small trees can be planted by the farmer into nursery rows and after making one or two years growth they can be planted in small wooden pails. Or, the trees can be carried over three or four years for larger specimen trees for ornamental planting.

Small wooden pails cost from thirty to forty cents each. They can be stained a light green at practically no cost at all. Any good wood dye of a dark green, which can be diluted with wood alcohol, will answer the purpose. The stain can be thinned at the rate of two parts alcohol to one part stain. In this manner one gallon of stain costing two to three dollars can be thinned



to make three gallons of stain at but small additional cost. One coat of the stain or wood dye is enough. The pails are more attractive if the grain of the wood shows. Stain of this type dries in a few minutes.

In potting the trees fairly good soil should be used. Extra long roots should be cut back with a sharp knife.

Small Colorado spruce a foot high can readily be sold at \$3 each if of a good blue color. Red cedar, arborvitae, hemlock, white spruce, Norway spruce, Douglas fir and balsam fir, also adapt themselves extremely well for potting and find a ready sale. Larger trees can be sold for Christmas trees. There is a good demand for trees about three feet high for table trees, especially in the larger cities.

Many people prefer to go out and cut their own Christmas tree and are willing to pay much more for the privilege of doing so than they would pay for a Christmas tree from the grower which has been cut for a month or more. Here sentiment plays a large part. Take advantage of it. A little judicious advertising in a local paper should bring good results, especially if the farmer is located within easy driving distance of a city.

A. K. PROELL,  
KEENE FORESTRY ASSOCIATES,  
Keene, N. H.



Species	Variety	Description	Height	Per 100	Per 1000
FIR, Abies					
	BALSAM FIR, Abies Balsamea				
		2-year seedlings . . . .	4-7"	\$3.50	\$25.00
		Twice transplanted . . . .		15.00	
	DOUGLAS FIR, Pseudotsuga Taxifolia				
		2-year seedlings . . . .	2-5"	\$3.25	\$20.00
		3-year transplants . . . .		5.00	35.00
		4-year transplants . . . .	6-10"	8.00	50.00
		Twice transplanted . . . .	4-8"	10.00	75.00
		Twice transplanted . . . .	2-3 ft.	25.00	
HEMLOCK, Tsuga					
	CANADIAN HEMLOCK, Tsuga Canadensis				
		Twice transplanted . . . .	6-10"	\$20.00	\$150.00
		5 Times transplanted—	3-4 ft.	\$5.00 per tree plus	
		Sheared . . . . .		cost of B & B	
ARBORVITAE, Thuja					
	AMERICAN ARBORVITAE, Thuja Occidentalis				
		2-year seedlings . . . .	2-5" 4-8"	\$3.50	\$25.00
		3-year transplants . . . .		5.00	35.00
		4-year transplants . . . .		8.00	50.00
	PYRAMIDAL ARBORVITAE, Thuja Occidentalis Pyramidalis				
		Twice transplanted . . . .	8-18"	\$15.00	\$125.00
		Twice transplanted . . . .	12-20"	25.00	
EUROPEAN LARCH, Larix Europea					
		2-year seedlings . . . .	6-10"	\$3.50	\$25.00
		3-year transplants . . . .		5.00	35.00
RED CEDAR, Juniperus Virginiana					
		3-year transplants . . . .	3-6"	\$8.00	\$50.00
		4-year transplants . . . .	6-14"	15.00	



## Planting Distances and Number of Trees per Acre

For forest planting the trees are usually spaced four, five or six feet apart. If less than four feet apart the trees will tend to crowd each other as they approach maturity. If planted more than six feet apart the trees will have a tendency to grow "limby". For the customary spacing for forest planting the number of trees required is as follows:

4 x 4 feet—2,720 per acre.

5 x 5 " —1,740 " "

6 x 6 " —1,210 " "

## Care of Trees on Arrival

Hampshire Evergreens are packed in such fashion that they reach you in perfect condition. When they arrive it is best, of course, to get them into the ground as soon as you can, but it isn't necessary to drop everything and plant them at once. Dig a little trench about five or six inches deep. Place the roots of the tiny trees in the trench, spaced rather thinly and let them lean at an angle of about forty degrees with their tops toward the sun. Cover with moist earth to within two or three inches of the top. A cool, shady spot in moist earth is ideal. If your soil is dry be careful not to water too heavily. Excessive moisture may cause them to overheat. Trees properly "heeled in" in this manner need not be planted for several days . . . but get them into the ground as soon as you conveniently can.

## When to Plant

The best time to plant is in early spring after snow disappears, just as soon as the frost gets out of the ground. After the ground is free from frost, any time is planting time for the next several weeks. And there is another fine planting period in the fall. September and October are almost always fine for planting . . . and even the latter part of August after an average moderate summer. There are just two things to watch out for in fall planting. After a prolonged dry spell remember that hot dry soil is unkind to even the best of tiny trees. Wait for your soil to become tempered with moisture. And if you consider late planting after a rainy spell just bear in mind that heavy soil is liable to "heave". You can readily appreciate what heaving of the soil will do to the tender roots of tiny trees.

## Planting Methods

Two men work to best advantage in planting small tracts. The first one makes the holes with a grubbing-hoe or mattock. The other one follows with the tiny trees, their roots immersed in a pail of mud and water. In each hole plant a tree, slightly deeper in the ground than it stood in the nursery. Be sure every tiny tree is set firmly in the soil. You can not plant them too firmly. It is important that after the tiny trees are taken from the "heeling-in" trench their roots are not allowed to become dry. Keep them immersed in mud every minute until planted. It isn't necessary to prepare the ground in any way before planting. Just dig the holes and set in the tiny trees. For more extensive plantings a crew of five works most effectively. Two men precede, digging the holes in parallel rows at proper intervals. The third follows with his mud-pail containing the tiny trees. He hands the tree, as needed, to the two men bringing up the rear, who plant them firmly to the proper depth. It takes longer to tell about it than it does to do it.

## Christmas Tree Planting

When planing for Christmas-tree profits the trees most widely used for best results are Norway Spruce, White Spruce, Douglas Fir, Balsam Fir and Colorado Spruce. If you are accessible to a market for three-foot "table-trees" you can plant your tiny trees as close as 2 x 2 feet. For full-grown seven-foot Christmas-trees the best spacing is 4 x 4 feet. Closer spacing will force the trunk-growth and make the joints between branch-rings too long to command the top price for attractive Christmas-trees. If you are reasonably near a large city where a market exists for "table-trees" you can make your land do double duty. Plant your tiny trees with the two-foot "table-tree" spacing. When they are three feet tall thin them and sell those you cut for "table-trees." This thinning can best be accomplished by cutting every tree in every other row in one direction and then the direction at right angles cut every tree in every other row of the trees that remain.